

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY KINSHASA PRIORITY

AMCONSUL LUBUMBASHI

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E.O. 11652: N/A

TAGS: BEXP, CG

SUBJ: GECAMINES EXPANSION - U.S. TASK FORCE VISIT

REF : A) LUBUMBASHI 0121; B) KRASON/ATKINS TELECON

SUMMARY: WE CONFIRM THAT U.S. TASK FORCE WILL ARRIVE IN KINSHASA MONDAY, MAR 25. CONSTRAINTS IN AIRLINE SCHEDULING PRESCRIBE AGENDA CALLING FOR MEETINGS IN KINSAHSA DURING TUESDAY, MARCH 26; DEPARTURE FOR LUBUMBASHI MORNING WEDNESDAY, MARCH 27; AND RETURN KINSHASA FRIDAY NIGHT. NO OPPORTUNITY FOR ADDITIONAL MEETINGS IN KINSHASA UNLESS EMBASSY DEEMS APPROPRIATE AND COULD BE SCHEDULED SATURDAY. REQUEST THAT EMBASSY AND CONSULATE ARRANGE FORMALIZED SCHEDULE AS THEY FEEL APPROPRIATE WITHIN THIS TIME FRAME AND IN CONJUNCTION WITH GECAMINES' ADVICE.

1. GOALS SET FOR THIS VISIT MAY BE STATED AS A) DEMONSTRATE TO GECAMINES AND GOZ THAT U.S. COMPANIES ARE INTERESTED IN RESPONDING TO MAJOR PROJECT OPPORTUNITIES IN ZAIRE, THERE-
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BY, OFFERING AN ALTERNATIVE TO EUROPEAN SOURCING, AND B)

DEMONSTRATE THE INTEREST OF THE USG IN PROJECT DEVELOPMENT IN ZAIRE AND OUR DESIRE TO GAIN A FAIR SHARE OF THE BUSINESS FOR U.S. FIRMS. SPECIFIC OBJECTIVES ARE: (1) IDENTIFY ALL PARAMETERS NECESSARY TO MEET THE REQUIREMENTS FOR BIDDING THE GECAMINES EXPANSION, (2) ENCOURAGE A SINGLE PROJECT TURN-KEY APPROACH BY THE U.S. COMPANIES, AND (3) OBTAIN ASSURANCES FROM GOZ/GECAMINES OFFICIALS THAT SUCH PROPOSALS WOULD BE WELCOME AND WOULD RECEIVE CONSIDERATION.

2. FOR PLANNING, TASK FORCE WILL BE COMPOSED OF ONE COMMERCE OFFICIAL, THREE EXECUTIVES OF PARSONS, TWO FROM DRAVO, TWO FROM MCKEE, AND TWO FROM KAISER; TOTAL 10 MEN. WILL CONFIRM NAMES AND NUMBERS BY CABLE COB WASHINGTON, MONDAY, MARCH 18.

3. DUE TO LIMITED TIME AND FLIGHT SCHEDULING PROBLEMS, WE ARE LOCKED INTO MONDAY, MARCH 25 ARRIVAL BY PARTICIPANTS. WE EXPECT MOST WOULD ARRIVE VIA PA 182 AT 16:05 HRS. BELIEVE EMBASSY BRIEFING MOST IMPORTANT ORDER OF BUSINESS AND SHOULD BE SCHEDULED FOR TUESDAY, MARCH 26.

4. IN OUR EXPERIENCE, A 2-3 HOUR EMBASSY BRIEFING IS QUITE SUFFICIENT, PARTICULARLY WHEN DEALING WITH SENIOR BUSINESSMEN WHO ALREADY KNOW MUCH ABOUT HOW TO DO BUSINESS IN THE COUNTRY AND ARE PRESENT FOR THE EXPRESS PURPOSE OF COMMENCING NEGOTIATIONS.

5. RE PARA 2 REF A, WE PERCEIVE NO OPPORTUNITY FOR RETURN SESSIONS IN KINSHASA. FIRST AVAILABLE FLIGHT FROM KINSHASA TO LUBUMBASHI FOLLOWING EMBASSY BRIEFING IS QC 411 AT 0830 WEDNESDAY. OF THE TWO AVAILABLE RETURN FLIGHTS FROM LUBUMBASHI ONLY QC 312 LEAVING 20:00 FRIDAY IS ACCEPTABLE SINCE QC 318 DEPARTS ON THURSDAY AT 10:00 LEAVING INSUFFICIENT TIME FOR DISCUSSION WITH GECAMINES. PARTICIPANTS MAY WISH OR BE REQUIRED TO CONTINUE TECHNICAL DISCUSSIONS IN LUBUMBASHI INTO WEEKEND OR FOLLOWING WEEK. RECOMMEND, THEREFORE, THAT FORMAL SCHEDULING CALL FOR PROGRAM TO END IN LUBUMBASHI.

6. WHILE WE RECOGNIZE THE NEED TO ACCOMMODATE GECAMINES, WE SUGGEST, SUBJECT TO EMBASSY DISCRETION, THAT COURTESY LIMITED OFFICIAL USE

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CALLS OF ABOUT 30 MINUTES IN DURATION BE SCHEDULED WITH KEY GOZ OFFICIALS ON TUESDAY AFTERNOON. DURING THESE CALLS, THE INDUSTRY TEAM LEADER, DAVID KINCAID, VICE PRESIDENT OF THE PARSONS-JURDEN COMPANY, AND THE COMMERCE TASK FORCE ESCORT WOULD HAVE AN OPPORTUNITY TO HIGHLIGHT THEIR INTEREST IN DEVELOPMENTS IN ZAIRE GENERALLY, AND THEIR APPRECIATION OF THIS OPPORTUNITY TO ADDRESS GECAMINES' EXPANSION.

7. WE NOTE AND UNDERSTAND THE REQUEST TO AVOID POLITICAL TONES DURING THE TEAM APPROACH. WE NEVERTHELESS FEEL STRONGLY THE NEED NOT TO BE APOLOGETIC SINCE THIS MEETING WOULD NOT HAVE OCCURED WITHOUT USG INITIATIVES AND INTERVENTION IN EXPRESSING INTEREST AND FOSTERING INVOLVEMENT BY U.S. FIRMS. IN THIS REGARD, FEEL IT MOST IMPORTANT, AND INDUSTRY CONCURS, THAT DON JUNIOR AND COMMERCE OFFICIAL ACCOMPANY U.S. TEAM FOR FORMAL OPENING SESSIONS AT GECAMINES. WE WOULD EXPECT AT LEAST WEDNESDAY AFTERNOON AND THURSDAY MORNING TO BE COVERED BY GECAMINES CONDUCTED PRESENTATIONS GIVING PARTICIPANTS A COMPREHENSIVE OVERVIEW OF THE OPPORTUNITY. IN DEPTH TECHNICAL CONSULTATIONS WOULD FOLLOW DURING WHICH USG REPS COULD WITHDRAW, IF APPROPRIATE. IMPORTANT POINT IS THAT THERE BE A PLANNED SCHEDULE DEVELOPED TO COMPLETELY OCCUPY THE PARTICIPANTS TIME ON MEANINGFUL MATTERS WHILE IN LUBUMBASHI AND THAT THE USG PARTICIPATE. INDUSTRY'S PARTICIPATION IS PREDICATED ON THE ASSUMPTION THEY WOULD RECEIVE THIS KIND OF SUPPORT.

ACTION REQUESTED: FOR KINSHASA & LUBUMBASHI (1) PLEASE FURNISH TENTATIVE AGENDA INDICATING PROPOSED DAILY AND BY HOUR SCHEDULE BY IMMEDIATE RETURN CABLE. (2) PARTICIPANTS WILL ARRANGE OWN AIR TRAVEL INCLUDING IN ZAIRE, AND WILL CONFIRM OWN HOTEL RESERVATION IN KINSHASA ONLY. FOR LUBUMBASHI, PLEASE ARRANGE FOR GROUP ACCOMMODATIONS. (3) FOR LUBUMBASHI, GROUP IS PREPARED TO HOAST LUNCHEON WHICH COULD BE SCHEDULED FOR FRIDAY, MARCH 29. KISSINGER

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